

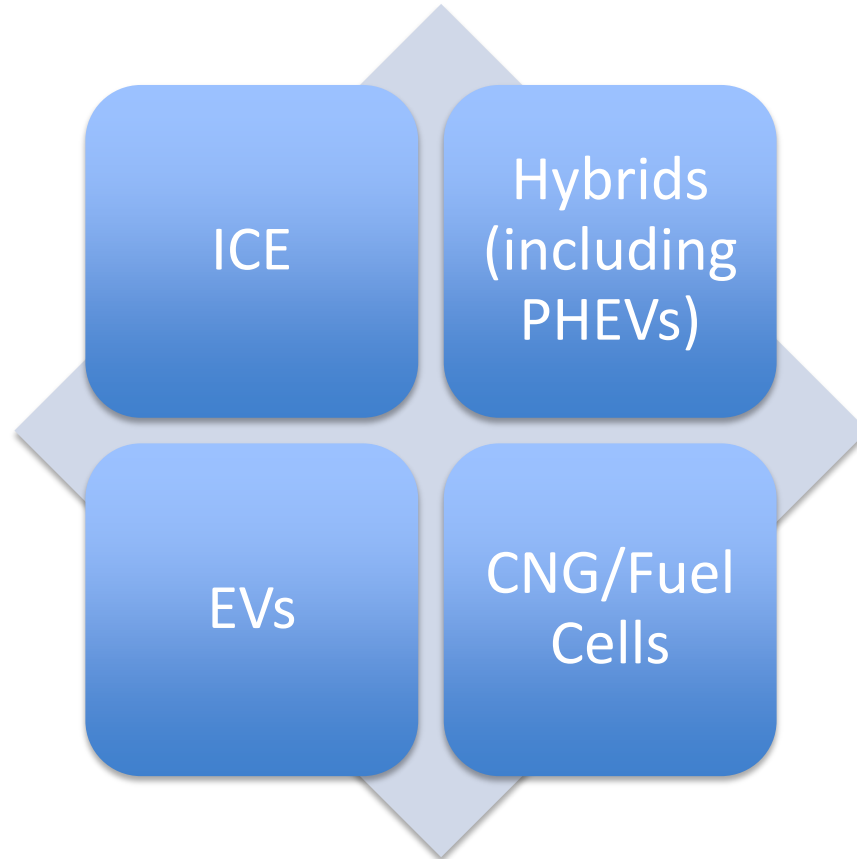


*Greening Your Fleet: The
Current Market*



June 2018

Consumer Options



Personalize

2017 Honda Accord

X



Gasoline Vehicle



2.4 L, 4 cyl, Automatic (AV-S7)

MSRP: \$22,355 - \$34,830

2017 Honda Accord Hybrid

X



Hybrid Vehicle
Gasoline



2.0 L, 4 cyl, Automatic (variable gear ratios)

MSRP: \$29,605 - \$35,955

EPA Fuel Economy

Regular Gasoline



29

combined
city/highway

MPG
26 34

city highway

3.4 gal/100mi

Gasoline



499 miles
Total Range

Regular Gasoline



48

combined
city/highway

MPG
49 47

city highway

2.1 gal/100mi

Gasoline



758 miles
Total Range

Unofficial MPG Estimates from Vehicle Owners

[Learn more about "My MPG"](#)
[Disclaimer](#)

User MPG estimates are not yet
available for this vehicle

Average based on 12 vehicles

43.6 MPG

36

Lo

52

Hi

[View Individual Estimates](#)

You save or spend*

Note: The average 2017 vehicle
gets 26 MPG

You SAVE

\$750

in fuel costs over 5 years
compared to the
average new vehicle

You SAVE

\$3,500

in fuel costs over 5 years
compared to the
average new vehicle

Annual Fuel Cost*

\$1,400

\$850

Cost to Drive 25 Miles

\$2.31

\$1.40

Cost to Fill the Tank

\$46

\$42

Tank Size

17.2 gallons

15.8 gallons

*Based on 45% highway, 55% city driving, 15,000 annual miles and current fuel prices. [Personalize.](#)

MSRP and tank size data provided by Edmunds.com, Inc.

Range on a tank and refueling costs assume 100% of fuel in tank will be used before refueling.









Internal Combustion Engines











Average Fuel Efficiency of U.S. Light Duty Vehicles

	1980	1985	1990	1991	1992	2010	2011	2012	2013	2014	2015
Average U.S. light duty vehicle fuel efficiency (mpg) (calendar year)	14.9	16.5	18.8	19.5	19.5	21.5	21.4	21.5	21.6	21.4	22.0
New vehicle fuel efficiency (mpg)^c (model year)											
Light-duty vehicle											
Passenger car	24.3	27.6	28.0	28.4	27.9	33.9	33.1	35.4	36.2	36.4	U
Domestic	22.6	26.3	26.9	27.3	27.0	33.1	32.7	34.8	36.0	36.7	U
Imported	29.6	31.5	29.9	30.1	29.2	35.2	33.7	36.5	36.6	36.0	U
Light truck (<8,500 lbs GVWR) ^d	18.5	20.7	20.8	21.3	20.8	25.2	24.7	25.0	25.6	26.3	U
CAFE standards (mpg)^c (model year)											
Passenger car	20.0	27.5	27.5	27.5	27.5	27.5	30.2	33.0	33.5	34.2	U
Light truck ^e	U	19.5	20.0	20.2	20.2	23.4	24.3	25.3	25.8	26.2	U

KEY: CAFE = Corporate Average Fuel Economy; GVWR = gross vehicle weight rating; mpg = miles per gallon; U = data are not available.

Internal Combustion Engines

Personalize	2017 Subaru Impreza 4-Door X   2.0 L, 4 cyl, Automatic (AV-S7) MSRP: \$18,395 - \$24,095	2007 Subaru Impreza AWD X   2.5 L, 4 cyl, Automatic 4-spd
	EPA Fuel Economy Regular Gasoline  32 MPG combined city highway 3.1 gal/100mi  422 miles Total Range	Regular Gasoline  22 MPG combined city highway 4.5 gal/100mi  350 miles Total Range
MPG estimates for 2016 and older vehicles may have been revised Learn more		View Original EPA MPG
Unofficial MPG Estimates from Vehicle Owners Learn more about "My MPG" Disclaimer	Average based on 2 vehicles 25.3 MPG 24 Lo → 26 Hi View Individual Estimates	Average based on 3 vehicles 23.1 MPG 19 Lo → 27 Hi View Individual Estimates
You save or spend* Note: The average 2017 vehicle gets 26 MPG	You SAVE \$1,500 in fuel costs over 5 years compared to the average new vehicle	You SPEND \$1,500 more in fuel costs over 5 years compared to the average new vehicle
Annual Fuel Cost*	\$1,250	\$1,850
Cost to Drive 25 Miles	\$2.09	\$3.05
Cost to Fill the Tank	\$35	\$43
Tank Size	13.2 gallons	15.9 gallons







Personalize	2017 Subaru Impreza 4-Door X   2.0 L, 4 cyl, Automatic (AV-S7) MSRP: \$18,395 - \$24,095	2007 Subaru Impreza AWD X   2.5 L, 4 cyl, Automatic 4-spd
	Energy Impact Score ⓘ	
Annual Petroleum Consumption  - U.S. barrel  - Imported barrel 1 barrel = 42 gallons	REGULAR GASOLINE  10.3 barrels	REGULAR GASOLINE  15.0 barrels
Greenhouse Gas Emissions ⓘ		
Units: Grams per mile	REGULAR GASOLINE 282 grams per mile 7	REGULAR GASOLINE 404 grams per mile
Show: Tailpipe CO2	 1 Best 10 Best	 Best
For model years 2012 and earlier, tailpipe CO2 is estimated using an EPA emissions factor and does not reflect direct test results.		

Case in Point: 2019 Chevrolet Silverado




Hybrids and PHEVs

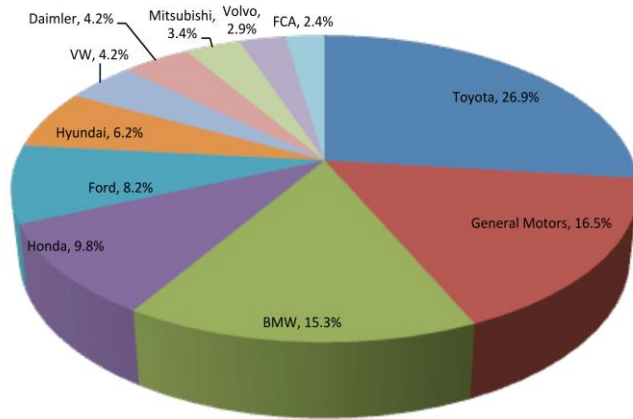
- 40+ hybrids on market now
- Fewer compromises
- Greenwashing still an issue

Personalize	2017 Acura MDX Hybrid AWD X	2017 Acura MDX AWD X
	<div>Hybrid Vehicle Gasoline</div>  <p>3.0 L, 6 cyl, Automatic (AM-S7) MSRP: \$51,960 - \$58,000</p>	<div>Gasoline Vehicle</div>  <p>3.5 L, 6 cyl, Automatic (S9) MSRP: \$46,050 - \$58,500</p>
EPA Fuel Economy	Premium Gasoline <div>  27 MPG combined city highway city/highway </div> <p>3.7 gal/100mi</p>	Premium Gasoline <div>  22 MPG combined city highway city/highway </div> <p>4.5 gal/100mi</p>
	Gasoline  <p>524 miles Total Range</p>	Gasoline  <p>429 miles Total Range</p>

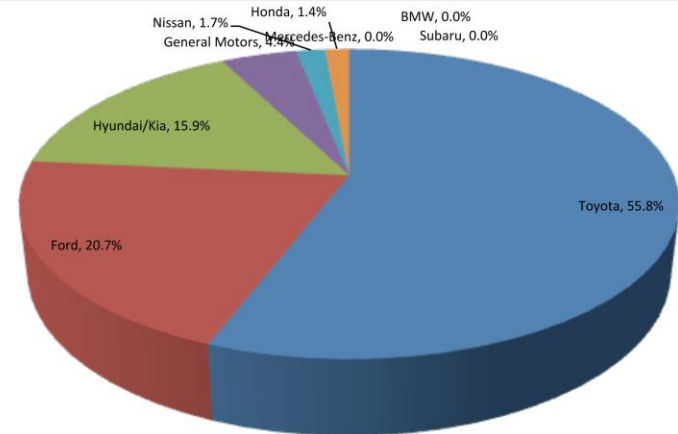
☐ 2017 Ferrari LaFerrari Aperta 6.3 L, 12 cyl, Automatic (AM7), Premium Gasoline

Compare		<div>  13 MPG combined city hwy city/hwy </div> <p>7.7 gal/100 mi</p>	NA	\$3,700
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Current Market



March 2018 PHEV Market Share By Make



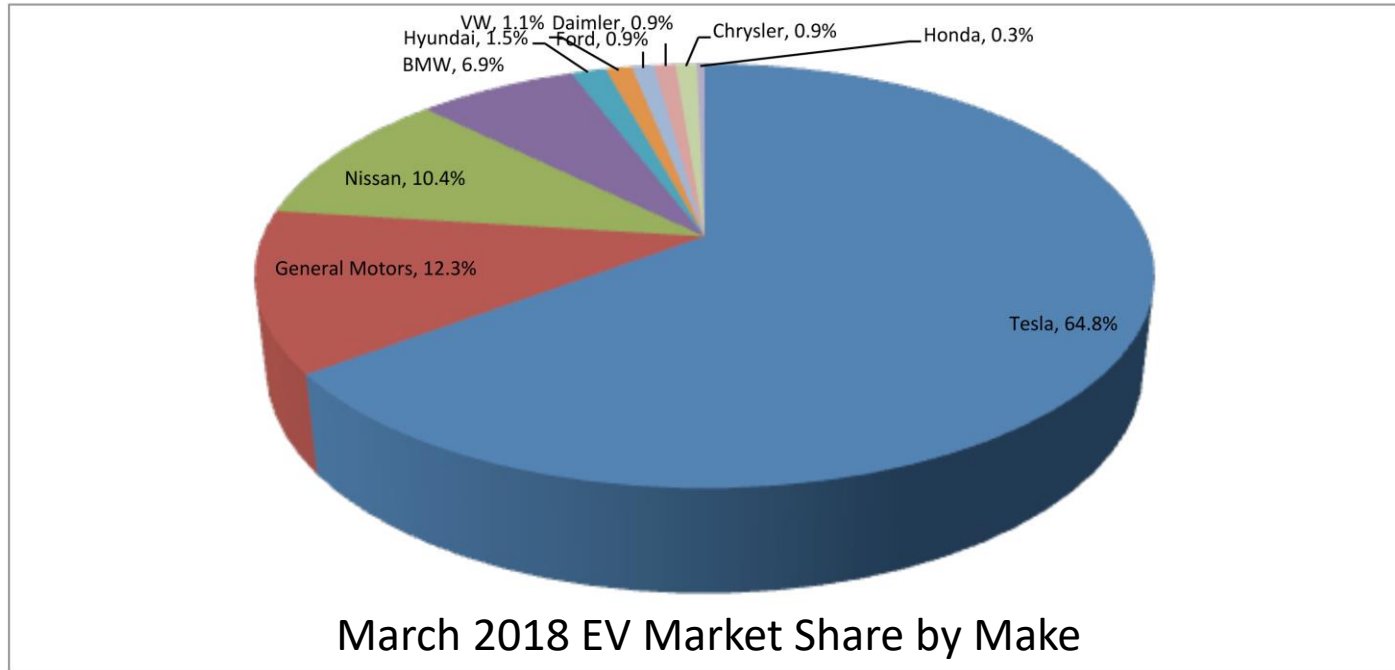
March 2018 HEV Market Share by Make

EVs

- Consumer Interest
- Hurdles



Current Market



CNG and Fuel Cells



New car rankings and reviews

The screenshot displays the U.S. News & World Report website's car ranking section. It features a navigation bar with 'New Cars' and 'Used Cars' tabs. Below, the 'Best SUV Rankings' section provides an overview of the ranking process. The main content area is divided into categories: Compact SUVs, Subcompact SUVs, and Midsize SUVs. Each category lists the top three vehicles with their respective rankings, model years, and brief descriptions. A detailed view of the 2016 Honda Pilot is shown, including its overall score (8.7/10), a large image of the vehicle, and a table of specifications. The specifications table lists the 2016 model's performance metrics compared to previous years. The 'Pros & Cons' section highlights the vehicle's quiet, upscale cabin and spacious third row, while the 'Notable for 2016' section notes its full redesign.

New Cars **Used Cars**

Best SUV Rankings

Find the best SUVs and top crossovers based on our rankings. You can then compare SUVs, read our SUV reviews and find the best SUV prices. [Learn more about our rankings](#)

Compact SUVs

- 1. 2016 Honda CR-V
- 2. 2017 Ford Escape
- 3. 2016 Hyundai Tucson

Subcompact SUVs

- 1. 2016 Mazda CX-3
- 2. 2016 Honda HR-V
- 3. 2016 Jeep Renegade

Midsize SUVs

- 1. 2016 Nissan Murano
- 2. 2016 Toyota Highlander
- 3. 2016 Honda Pilot

Best Midsize SUVs

The best midsize SUVs have the space, comfort, technology, and performance to satisfy a wide range of people. Whether you're carting kids around town, going on a family road trip, or just transporting a lot of your stuff, a midsize SUV can usually get the job done. [Read more](#)

Related Lists: [Luxury Midsize SUVs](#)

Compare Cars (Choose up to 3 cars)

2016 Honda Pilot

#3 in Midsize SUVs | Overall Score: 8.7 / 10

[Full Review](#) [Photos](#) [Prices & Deals](#) [Specs](#) [Dealer Inventory](#) [Repairs](#)

Find the best local price: [View More Photos](#)

2016 Honda Pilot Overview

The 2016 Honda Pilot ranks 3 out of 18 Midsize SUVs. The Honda Pilot is fully redesigned for 2016. Its quiet ride, comfortable seats, and upscale cabin make it one of the best 3-row SUVs on the market, based on the professional reviews and data that. [Read full review](#)

Year	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Seating	7-8									
MPG	18-20 (city)									
MPG	26-27 (hwy)									
Drivetrain	AWD, FWD									
HP	280									

See full 2016 Honda Pilot specs

Pros & Cons

- + Quiet, upscale cabin
- + Spacious third row
- Frustrating audio controls

Notable for 2016

- ✓ Fully redesigned

How Our Car Rankings Work

We rank cars by class based on performance, interior, safety, reliability and overall critic ratings.

Meta - reviews

Our analysis targets clear, actionable takeaways to aid decision making.

- » Is this the right car for me?
- » What do I need to know before buying this car?
- » How does this car stack up vs. other cars?
- » What other cars should I consider?
- » Which trims and options are worth looking at?

Best Hybrids and EVs



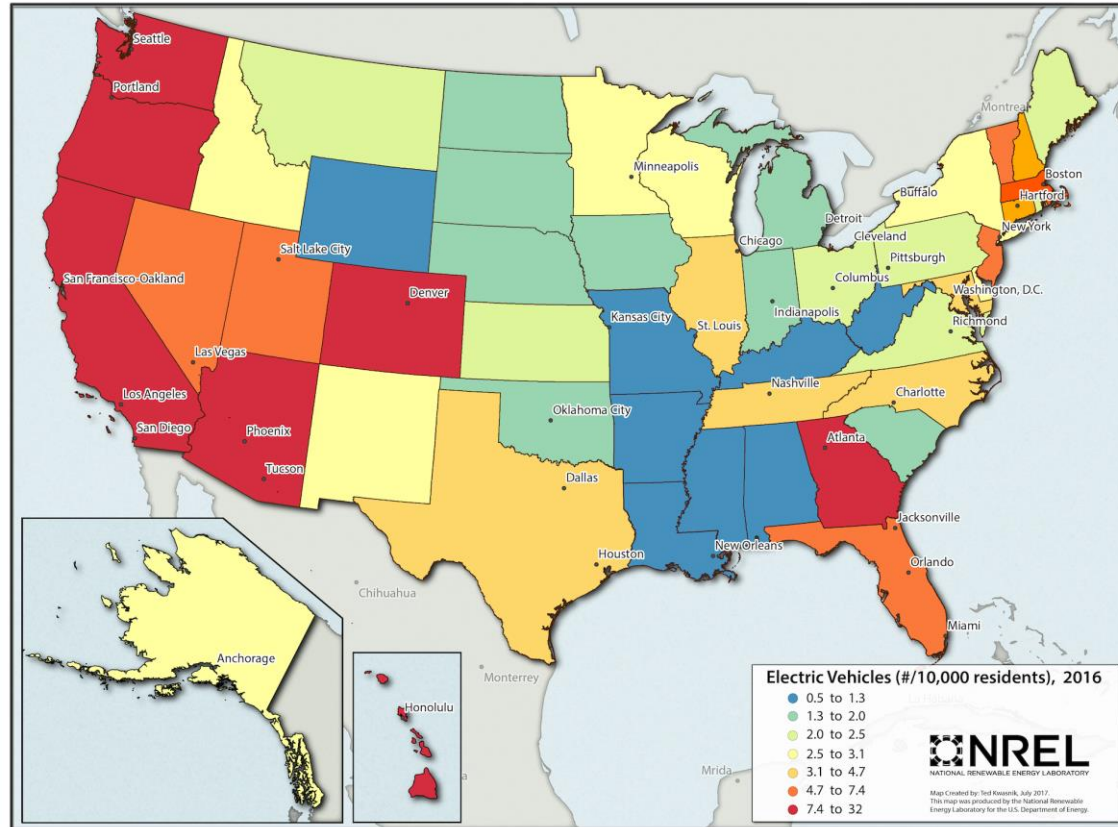
- Overall score in USN rankings
- Starting price
- Fuel economy/range

- CHEVROLET BOLT: Best Electric Vehicle
- HYUNDAI IONIQ: Best Hybrid Car
- KIA NIRO: Best Hybrid SUV
- TOYOTA PRIUS PRIME: Best Plug-In Hybrid

EVs in New Hampshire

PHEV and BEV Sales January - December, 2016 US by State						
State	EV Sales #	EV Sales % of US	Sales % W/O Calif.	EVs % of State Sales	% of New US Car Regist.	Relative to Actual Sales
California	73,854	50.7%	N/A	3.66%	12%	422.79%
Oregon	3,486	2.4%	4.9%	1.93%	1.1%	217.70%
Washington	5,363	3.7%	7.5%	1.81%	1.70%	216.71%
Hawaii	1,224	0.8%	1.7%	1.39%	0.50%	168.17%
Vermont	514	0.4%	0.7%	1.32%	0.20%	176.55%
District of Columbia	405	0.3%	0.6%	1.05%	N/A	N/A
Colorado	2,711	1.9%	3.8%	1.00%	1.60%	116.40%
Connecticut	1,511	1.0%	2.1%	0.85%	1.00%	103.80%
Massachusetts	2,905	2.0%	4.1%	0.80%	2.10%	95.03%
New Jersey	3,980	2.7%	5.5%	0.67%	3.50%	78.12%
New York	6,043	4.2%	8.4%	0.58%	6.00%	69.19%
Florida	6,255	4.3%	8.7%	0.47%	7.80%	55.09%
Georgia	2,435	1.7%	3.4%	0.47%	3.00%	55.76%
Illinois	2,688	1.8%	3.7%	0.41%	3.90%	47.35%
Michigan	2,482	1.7%	3.5%	0.41%	3.70%	46.08%
Texas	4,510	3.1%	6.3%	0.29%	8.90%	34.81%
All Other States	25,204	17.3%	35.1%			
All States	145,570	100.0%	71,716			
Data Sources: Alliance of Automobile Manufacturers; National Automobile Dealers Association; Chart: EVAdoption.com						

EVs in New Hampshire



EVs in New Hampshire

- VW Settlement: 15% (\$4.6M) to improve/increase EV charging infrastructure
- Currently 81 public charging stations in NH
- EV incentives

Autonomous Vehicles

- AVs *could* drive 2 %– 4% reduction in oil use and greenhouse gasses over next decade*
- Changing role of drivers
- AV and EV tech closely tied
- Fleet Use: Maven and Dominos Pizza, PostMates



What's Next?

- Tech worth waiting for